



WESTERN PRACTICE SALES

John M. Cahill Associates

#EG-903 *Oral Surgery* Carmichael, California

Doctor and Staff take great pride in this Specialty practice *limited to the practice of Oral Surgery*, where not only providing the highest quality of care to their patients is of utmost importance, but Doctor and Staff are readily available and Doctor personally follows up after each procedure. *Drawing from surrounding cities with little competition, this is an ideal opportunity with proven success at this location! Stable patient base won't be affected by transition!*

The office is conveniently located in an attractive, well-established, single-story Medical/Dental Professional building complex with ample parking on major thoroughfare in desirable professional corridor/neighborhood with excellent exposure/signage and enviable visibility and easy accessibility with little competition. The office consists of 5 fully equipped Ops, Reception area, Doctor's office, Business office, Sterilization, Lab, Storage, Darkroom and 2 Restrooms.*

Gross receipts were over \$1.1 million in 2017!!

Amazingly Priced at \$450,000

For further details or on-site visit, please contact:

Timothy G. Giroux, DDS
Jon B. Noble, MBA

John M. Cahill, MBA
Edmond P. Cahill, JD

800.641.4179

▶ **Honesty** ▶ **Integrity** ▶ **Professionalism** ▶ **Experience**

We look forward to serving you

EG-903

WESTERN PRACTICE SALES / JOHN CAHILL ASSOCIATES

\$450,000

PRACTICE INFORMATION SHEET

OFFICE OPERATION INFORMATION

	SUN	MON	TUE	WED	THUR	FRI	SAT
Office Hours		8 – 5	8 – 5	8 – 4	8 – 5	8 – 4	
Doctor's Hours		8 – 5	8 – 2		8 – 5	8 – 4	

Type of Practice: **Oral Surgery** Reason for Selling: **Retirement**Years established: **Since 1972** Days worked past 12 months: **~ 190 days**

OFFICE SPACE & LEASE INFORMATION

***WESTERN PRACTICE SALES IS NOT A LICENSED REAL ESTATE BROKER IN THE STATE OF NEVADA. OFFICE SPACE & LEASE INFORMATION BELOW PROVIDED TO BUYERS AS A COURTESY ONLY, AND ARE NOT INCLUDED IN PURCHASE TERMS. BUYERS ARE RESPONSIBLE FOR HIRING THEIR OWN ATTORNEY OR BROKER TO NEGOTIATE REAL ESTATE, INCLUDING LEASE TERMS.**

Is the building/suite owned? **No** Is building available for purchase? **N/A**Is the space leased? **Yes** Is lease renewable? **Yes** Is lease assignable? **Yes**Term of Lease: **1 yr** Expiration Date: **April 2018**Rent per month **\$ 4,221.70/month** Are common area, maintenance fees & taxes included? **No**If not included, current amount paid? **\$1,233.80** Are utilities included? **No**Type of Building: Condo Free-standing **Professional X** Retail CenterOffice Square footage: **2,282 sq. ft.** Carpet? **Yes** Air conditioning? **Yes**Number of fully equipped ops: **5** Plumbed for additional ops?Reception area: **Yes** Dark room: **Yes** Doctor's office: **Yes** Lab: **Yes**Business office: **Yes** Restrooms: **Yes, 2** Sterilization: **Yes** Storage: **Yes**Laser: **No** Digital X-ray: **Yes** Intra-oral Camera: **No** Cerec: **No**3D Imager: **No**

Description of office building, Location and attributes of practice (a brief description): **Attractive, well-maintained, single-story Medical/Dental Professional building office complex with excellent presentation on major thoroughfare generating enviable exposure, unobstructed visibility and easy accessibility for patients, draws from several communities with little competition-IDEAL! Stable patient base won't be affected by transition!**

PATIENT DEMOGRAPHICS

Breakdown of Service/Procedures as a percentage of Collections:

Oral Surgery	54	Diagnostic	12	Anesthesia	20	Implant	11
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What services/procedures are referred out? (Oral Surgery, Endo, Perio, Pedo, etc.)

Specialty Practice limited to the practice of Oral Surgery

Type of patients as a percentage of Collections:

Private Pay	<u>10</u>	Insurance/PPO	<u>22</u>	Denti-Cal	<u>0</u>	Capitation (HMO)	<u>41</u>	Delta Premier	<u>27</u>
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Are you a **Delta Provider**? If Yes **Y** **Delta PPO*** **Y** **Delta Premier*** ***Same fee structure**

Does your practice participate in "Care Credit"? **Yes**

List Preferred Provider, Health Care Provider and Capitation Plans now in place:

List available upon Request

Estimated Number of Active Patient Files **Number to be defined by Buyer's Due Diligence Process***

***SELLER IN NO WAY WARRANTS THE EXACT ACCURACY OF PATIENT FILES. IT IS THE BUYER'S RESPONSIBILITY TO DEFINE AND VERIFY ACTIVE PATIENT FILES WITH A CHART REVIEW. PRACTICE VALUE IS PREDOMINANTLY DETERMINED BY SELLER'S COLLECTIONS. SELLER'S COLLECTIONS CAN BE INDICATIVE OF THE NUMBER OF ACTIVE PATIENTS AND TYPE OF PROCEDURES PERFORMED.**

Average number of New Patients per month for past 12 months: **~ 60**

Average number of patients per day? Per-Doctor: **~ 10 - 15**

Average age of patients: **Mature: ~ 50 yrs**

Does the office have Nitrous Oxide? **Yes**

What types of Practice Promotions? **Website, Facebook, Yellow Pages.com**

Phone Book Advertising? * **Yes** ** Phone book advertising contracts will be the responsibility of buyer after transition.*

EQUIPMENT & LEASEHOLDS

Occasionally some specialized items may be excluded from the sale, such as: Articulators, Endo and/or Implant Systems. These items will be referenced as "excluded" on Seller's Equipment list. In addition, Buyer understands that the following items may also be excluded from the sale: diplomas, certificates, cameras, photographs, artwork and miscellaneous personal items.

Describe age and characteristics of leasehold improvements: **Long-established, Remodeled ~ 19 yrs ago, Dated but Nice, Everything in good working condition**

Average age of Equipment: **~ 15+ yrs**

Any equipment leases? **No** Equipment is right/left-handed/convertible? **Right**

PERSONNEL

Position	Days/Hrs	Date hired	Rate of Pay <i>Available Upon Request</i>	Eligible for benefits
Patient Care Coordinator	4½ days/36 hrs	July 2015		Yes
Insurance/Acct Receivables	4½ days/36 hrs	May 2014		Yes
Lead Dental Assistant	4 days/32 hrs	April 2017		Yes
Dental Assistant	4 days/32 hrs	June 2018		Yes
Dental Assistant	4 days/32 hrs	July 2018		Yes
Dental Assistant*	2 days/16 hrs	June 2017		Yes

**staying on to train new Assistant (normally, 3 Assistants only)*

Do family members work in the office? **No** If yes, how much are they paid? **N/A**

Has staff left the practice recently? **Yes**

Is there a practice management consultant? **Yes**

PRACTICE FINANCIAL PROFILE

Last 3 years' Gross Collections from Corporate Tax Returns:

2017 \$ 1,123,944 2016 \$ 1,029,833 2015 \$ 1,040,420

***Collection amounts are approximate and should be verified by Buyer**

Number of statements sent each month? **~ 75 – 100** Is pegboard or computer? **Computer**

What type of computer? **HP Server** What software? **Dentrix**

Is software transferable? **Yes, Transfer Fee, if applicable, to be paid by Buyer**

Fees Schedule: **Available upon request**

NOTE: The Seller has furnished the preceding information to WESTERN PRACTICE SALES/JOHN M. CAHILL ASSOCIATES. This information has not been verified. A potential Buyer should verify the accuracy of all information to his/her own satisfaction.

WESTERN PRACTICE SALES/JOHN M. CAHILL ASSOCIATES are agents of the Seller and therefore represent the interest of the Seller. We strongly advise a potential purchaser to seek independent counsel to represent his/her interests. Counsel may be, but is not limited to, an attorney, accountant, appraiser, broker or management consultant. Fees of such counsel are the sole responsibility of the purchaser.